

Message Text

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PAGE 01 RIO DE 00089 101745Z

70

ACTION ARA-10

INFO OCT-01 ISO-00 SS-15 NSC-05 L-02 STR-04 DOTE-00 AID-05

CIAE-00 COME-00 EB-07 FRB-01 INR-07 NSAE-00 RSC-01

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R 101630Z JAN 75

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC 1960

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 0089

E.O. 11652: N/A

TAGS: BPRO, BR

SUBJECT: SALE OF PULLMAN RAILCARS TO BRAZILIAN NATIONAL RAILWAY

1. RIO DAILY JORNAL DO BRASIL REPORTED JANUARY 9 THAT NEGOTIATIONS BETWEEN REDE FERROVIARIA FEDERAL (FEDERAL RAILROAD SYSTEM) AND PULLMAN OVER SALE OF 300 ORE CARS HAD BEEN SUSPENDED AFTER A MEETING BETWEEN NATIONAL PRODUCERS AND THE FEDERAL RAILWAY SYSTEM. STORY DREW HEAVILY ON ALLEGED STATEMENTS FROM NATIONAL PRODUCERS.

2. CONGEN OFFICER HAS CONTACTED BOTH LOCAL PULLMAN REP AND REDE OFFICIAL IN CHARGE OF NEGOTIATIONS. BOTH DENY THAT NEGOTIATIONS HAVE BEEN BROKEN OFF AND, IN FACT, CLAIM THAT REPORTED MEETING NEVER TOOK PLACE. REDE OFFICIAL SAYS HE IS STILL LOOKING FORWARD TO MEETING WITH PULLMAN OFFICIALS AND STATES A DEAL COULD BE CONCLUDED IF PRICES AND TERMS ARE RIGHT.

3. COMMENT: ARTICLE, EVEN THOUGH APPARENTLY UNTRUE, REFLECTS PRESSURE FROM NATIONAL PRODUCERS TO KEEP FOREIGN SUPPLIERS OUT OF THE LARGE MARKET FOR RAIL CARS IN BRAZIL.

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MILLER

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